



"We don't print out patients' documents anymore. And we'll use our scanning system to get older paper records into the electronic medical record."

**Dr. Dan Kaelin**  
Vascular Surgery  
Associates, P.A.

### Client at a Glance

**Location:** Tallahassee, Fla.

**Cerner solution:**  
*PowerWorks EMR*

## Eliminating paper, improving efficiency

### Vascular Surgery Associates, P.A.

When Dr. Dan Kaelin first joined Vascular Surgery Associates, P.A., he ended each day at the office with two hours of paperwork—documenting the previous eight hours of patient visits. And months later, when he wanted to access that information, he had a hard time finding it.

For the past few years, however, Dr. Kaelin has left the office two hours earlier each day—thanks to his electronic medical record solution, *PowerWorks™ EMR*. Dr. Kaelin uses templates within the solution to document patient visits and other medical activity associated with patient care.

"Before, I'd spend a couple hours after work trying to read my scribbled notes and dictate some kind of letter," Dr. Kaelin said. Now "80 percent of patient visits are documented before they leave."

#### Less paper, more productivity

Each morning, Dr. Kaelin and his partners access their *PowerWorks* home page to view their inbox and patient schedule.

"I pull up the schedule viewer to see how busy it's going to be," Dr. Kaelin said. "On the other half of the home page we have our inbox, with the items we dictate or transcribe. I check the inbox for any new transcription, pull it up, review it, modify it if I need to, and electronically sign off on it."

By electronically managing each physician's schedule, messages and orders, Dr. Kaelin and others use the solution to ensure Vascular Surgery Associates (VSA) accurately and efficiently cares for patients. They have used technology to eliminate nearly all paper documents and the inefficiencies of manual record-keeping.

#### Streamlined office management

By adding a scanner that integrates with *PowerWorks EMR*, the practice has begun to incorporate electronic versions of the paper documents that outside specialists and providers send on a patient's behalf.



Dr. Dan Kaelin

In addition to scanning these paper documents, the solution will include fax transmissions and surgical images now kept on floppy disks in each patient's electronic medical record. Dr. Kaelin and others may access this comprehensive electronic record from home or office computers.

"If I know I've dictated letters, or the nurse has sent me items to review, I can pull up all of that from home and sign off," Dr. Kaelin explained.

#### Better documentation

Converting from paper-based processes to *PowerWorks EMR* has brought many changes to Dr. Kaelin's practice. Better prescription processes, more efficient documentation and more streamlined office management top the list.

"Before, we weren't tracking medication as well as we should have been," he said. "Now, it is all electronically managed and documented. We have also improved documentation efficiency. Previously, you would make notes to yourself and sit down at the end of the day after seeing 40 people to document what happened. You just can't remember it all. Now, I can frequently type during the visit and read notes right back to patients. It makes them feel like I'm listening, and I do better documentation."

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### Key Benefits

- Improved efficiency
- Better documentation
- Streamlined office management

VSA also has improved office management. With *PowerWorks EMR*, VSA has eliminated the need for staff to pull paper charts and find lost parts of patient records.

We don't print out patients' documents anymore," he said. "And we'll use our scanning system to get older paper records into the electronic medical record."

Cerner houses the hardware to support VSA's system in a state-of-the-art data center, where associates provide application and hardware support. With Cerner hosting the solution remotely, VSA employs the powerful EMR while keeping its staff small and overhead reasonable.

"As we begin to use additional features going forward, we could see the cost be far less than what it took to run the office before, with paper records," Dr. Kaelin said.

#### 'It's not hard'

Dr. Kaelin learned to operate *PowerWorks EMR* quickly, but he acknowledges some of his more senior partners were not as persistent. Though they quickly took to e-mail, creating electronic patient records came more gradually. By demonstrating the system's ability to more efficiently manage the practice, Dr. Kaelin proved to his partners that the solution would benefit them directly.

"If you create efficient ways for people to do things, it's not hard. If they think that punching a computer button is hard, or learning software is hard, they would've never gotten through medical school," Dr. Kaelin said. "So it's not that punching buttons is hard, it's about learning a new process. And what you have to show them are efficiency points. As they learn those efficiency points, they don't want to go back."

Although it took time, one of his now-retired senior partners eventually began signing records and reviewing transcriptions from his inbox.

By accessing patient records and images electronically, VSA physicians can provide the highest-quality care.

"I had a patient who was moving out of town, and she said, 'I've got a doctor I'm going to go to, and I'd like to have something to take him.' Before, I would've dictated a letter and attached copies of all her records. Instead, I pulled up her last carotid images, the carotid template, and indicated the patient was moving to a new city and attached the latest images in that same note in *PowerWorks EMR*. I printed it, and handed her this document, inclusive of her images. She was very impressed."

For more information, call us at 800.927.1024, or visit us at: [www.cerner.com/powerworks](http://www.cerner.com/powerworks).